

An Invitational Workshop
For Dairy Economists
And Policy Analysts

The Dairy Markets and Policy Extension Education Committee is a group of leading dairy marketing economists who share an interest in problem-solving dairy research and extension education at the national level. Present membership includes:

Marin Bozic—University of Minnesota
Charles Nicholson—Cornell University
Andrew Novakovic—Cornell University
Mark Stephenson—University of Wisconsin
Chris Wolf—Michigan State University

Up? Down? Sideways? *What Direction for Dairy?*



Additional information about the workshop can be found on the World Wide Web site at:

<http://DairyMarkets.org/workshop/>

or by contacting Nancy Carlisle at:
(608) 265-2908 or nlcarlis@wisc.edu

Sponsored by
The National Dairy Markets and Policy
Extension Education Committee

April 30 & May 1, 2019

DoubleTree by Hilton
4747 28th Street SE
Grand Rapids, MI
(616) 957-0100

Tuesday, April 30

11:00 Registration—Salon A&B

12:00 Lunch—Ganders

Meeting in Salon A&B

1:00 Welcome—Andrew Novakovic, Cornell University

1:05 Session I: Changes in Industry Structure

Production Trends Mark Stephenson, University of Wisconsin

Market Trends Marin Bozic, University of Minnesota

Current Dairy Policies Andrew Novakovic, Cornell University

3:00 Break

3:30 Session II: Changes in Market Complexity, Logistics

Dynamic Modeling Charles Nicholson, Cornell University

- Dairy Margin Coverage, Supply Management, Trade Shocks, Fluid Milk Sales

Reactor Panel—Sue Taylor, Bill Schiek, Jim Dickrell

5:00 Adjourn

5:30 Reception and Hosted Bar—Ganders

Wednesday, May 1

7:00 Breakfast—Ganders

8:00 Introduction—Chris Wolf, Michigan State University

8:05 Session III: Disruptive Innovations in Milk Production

Perspective Outside the U.S. Prashant Tripathi, IFCN

U.S. Producer Perspective Dan Rice, Prairieland Dairy, NE

U.S. Industry Perspective Corey Geiger, Hoard's Dairyman

10:00 Break

10:15 Session IV: Dairy Products & Marketing Innovation

Process and Product Innovation Lloyd Metzger, South Dakota State University

Dairy Ingredients Ted Galloway, The Galloway Company

New Markets & Problem Solving Paul Scharfman, Specialty Cheese

12:00 Lunch—Ganders

1:00 Session V: Global Dairy Markets Panel

Benoît Rouyer, CNIEL, France

Dominique Benoit, Agropur, Canada

3:00 Break

3:30 Session VI: U.S. Role and Opportunities in Global Markets

Ted Jacoby III, T.C. Jacoby & Company

Craig Alexander, O-AT-KA Milk Products Cooperative

Matt Gould, Dairy and Food Market Analyst

Mike McCully, the McCully Group

5:00 Closing Comments and Adjourn

There will not be a formal proceedings published from this workshop. However, we will be placing copies of the principal papers and the presentation files used by the speakers on our web site. These files may be downloaded at <http://DairyMarkets.org/workshop>